



CALIFORNIA TRADE AND COMMERCE AGENCY

December 1, 2000

Gray Davis
Governor

Lon Hatamiya
Secretary

Dear Environmental Industry Executive:

The Environmental Technology Export Program (ETEP) is updating its directory of California-based environmental companies. We are also including California-based energy, renewable energy, and energy efficiency technology companies and the financing community in this update. The California Environmental Technology Directory (CETD) identifies California firms interested in exporting their goods and services to international markets, as well as domestic markets in the US. The directory is made available to potential international customers and other interested parties at **no cost** and serves as a guide to locate specific technologies and services. Over the past four years, scores of small and medium-size California firms have generated more than \$145 in signed contracts as a result of ETEP assistance.

Companies listed in the Directory receive:

- ▶ Notification of outbound project-specific environmental trade missions
- ▶ Notification of inbound trade delegations requesting technology demonstrations and seeking environmental technology and joint venture partnerships
- ▶ Qualified environmental trade leads from Asia, Latin America, Africa and Eastern Europe
- ▶ Notification of environmental industry conferences, seminars and training opportunities

To be included in this directory, please carefully complete the attached three-page questionnaire and return it to ETEP. Whether you are involved with technologies or services that deal with the environment, energy, energy efficiency, or financing in these industries, please select all categories that describe your company's capabilities.

The CETD is an electronic database that was built from scratch in 1999. If you were in the previous directory, or you need to submit an update that more accurately reflects your company's current status, please be sure to fill out this form and return it to us. For your convenience, you may now register online at www.environmentalexports.com. If you have any questions regarding the Directory or ETEP, please call Eric Foster at (916) 323-2874. With the updating of this directory, we are very excited about the enhanced exposure and presence California companies like yours will have with foreign and domestic buyers.

Sincerely,

Maria Solomon-Williams
Director
Office of Export Development

**International
Trade and
Investment**

801 K Street
Suite 1926
Sacramento, CA
95814-3520
TEL 916/324-5511
FAX 916/324-5791
FAX 916/322-3401

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